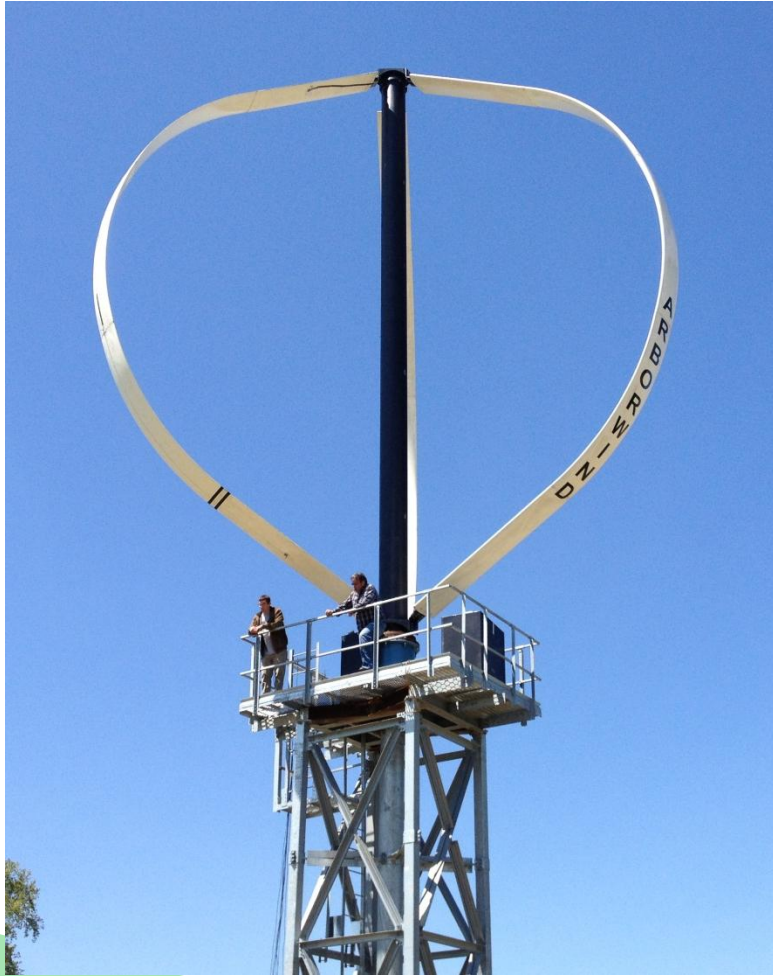


# ArborWind Power Turbines

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**Michigan Wind Working Group  
August 20, 2012**

# ArborWind's PT150



- Patented 50 kW vertical axis wind turbine
- Positioned in the distributed small wind market
- Omni-directional and elegantly simple
- Competitive with utilities (9¢ per kilowatt hour LEC)

## Initial Market: Large US Farms



Electric bills > \$2,000 per month

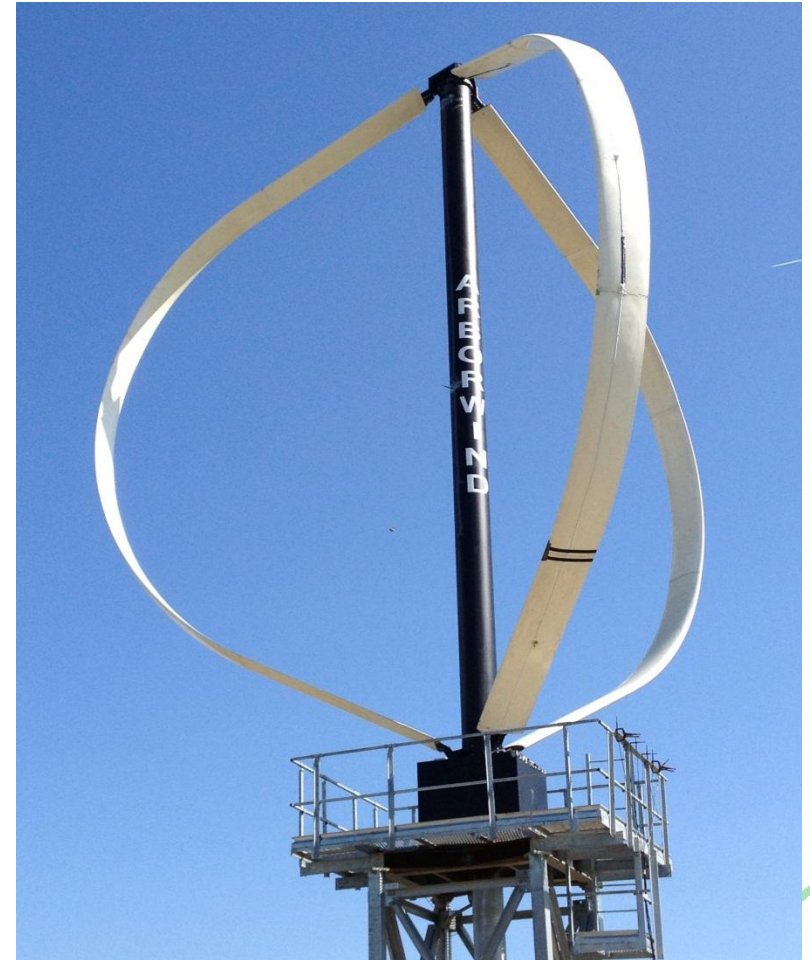
- Irrigation of 500+ acres
- Dairy with 200+ head of cattle
- Green houses with 5,000+ square feet under roof

Market potential:

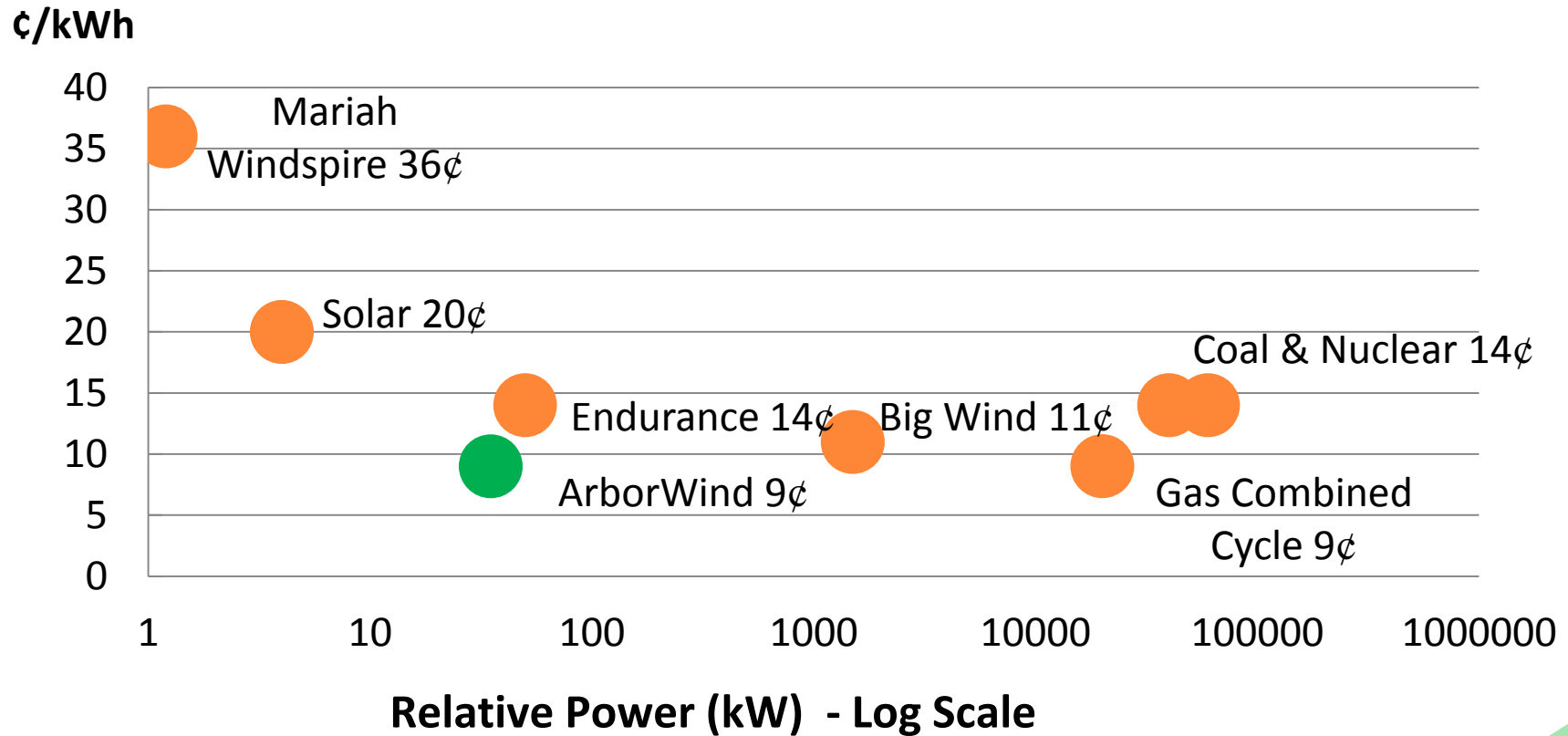
- 14,000 PT150s (five states)
- \$2.3Billion

## Go To Market Strategy

- Direct Sales initially
- Distributors
- Marketing
  - Trade shows
  - Advertising



# Levelized Energy Cost (LEC)



# Technology / Product

ArborWind's patent covers design features that are the basis for the PT150's simplicity and 9¢ Levelized Energy Cost (LEC):



- Design for reliability
- Durable
- Efficient
- Low cost to build and maintain

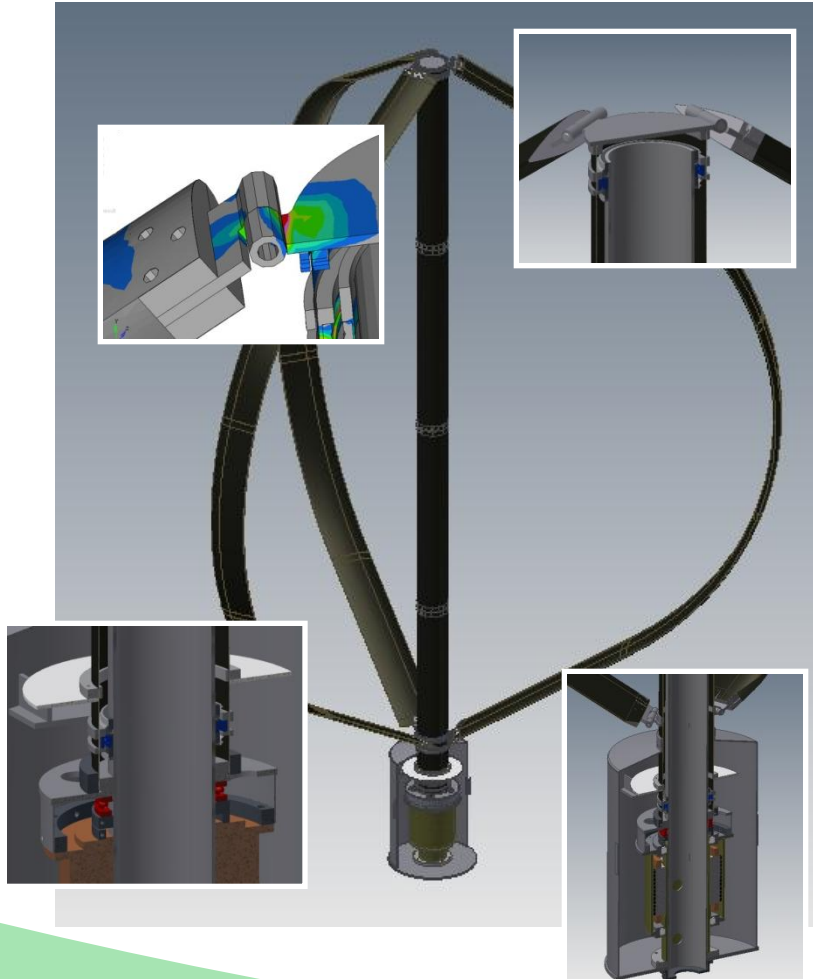
# Business Model

## Systems integrator and assembly

- Sales process: wind analysis / financial pro forma
- Post sale assistance: zoning, government incentives, financing / leasing, site prep
- Installation by certified contractors
- Maintenance contract
  - Real-time data acquisition: 24 x 365 customer service



# Use of Funds



- Pre-Seed Round (\$1.0M) - done
  - Alpha 1 & Alpha 2 prototypes
  - First Beta prototype
- Seed Round (\$3.5M) – underway
  - Two additional Beta prototypes
  - Finalize design/launch readiness
- “A” Round (\$5.0M) – early in 2013
  - Assembly tools / equipment
  - Working capital
- “B” Round (\$6.0M) - in late 2013
  - International expansion
  - Growth capital



# Why Michigan ?



- Excellent manufacturing and talent base
- Great local Universities for R&D
- Great location for initial markets in US and Canada
- Good support from local and state organizations

# Open House June 22, 2012 in Marshall, Michigan





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